

We are a very unique company – globally successful, with ethically convincing products, stable growth and an enviable working atmosphere. Our market is unique and complex – more than 40 years ago, the first MAM pacifier which combined design, functionality and medical safety, was launched in Austria. Today MAM sells more than 90 million products in over 60 countries on 5 continents annually. Our brand is segment leader in many countries – due to MAM's leading iconic baby design, pioneering product technology, and continuously advancing safety standards. More at: [mambaby.com](http://mambaby.com)



We are hiring for our HEADQUARTER in Vienna, Austria

## Experienced International Trade Marketing Manager (m/w/d)



This is a unique opportunity as we are looking for an open minded and motivated colleague with great communication skills and a strong professional experience to advance our international Trade Marketing activities and act as an expert and facilitator on Headquarter level. As a specialist and staff function to the Global Head of Commercial Excellence you will identify new business potentials and analyze market trends in order to help our subsidiaries becoming the preferred Trade Marketing partner. You work closely with our experienced Global Area Sales Management Team and our key markets.

### Your tasks:

- Regularly interact with other team members on HQ and country level to share analytic approaches/tools, retail story-telling and best practices and to inform about channel/account specific strategies and address account-specific needs
- Co-creating and implementing a buyer-centric communication roadmap
- Building strong brand-selling stories, Trade Marketing campaigns as well as creating and executing an effective marketing plan based on Headquarter data and market needs in order to support subsidiaries in successful image-building and (strengthen) value-added partnerships with retail partners
- Developing tools and KPIs to evaluate the effectiveness of sales
- Evolving recommendations for product lines and placements in close collaboration with customers as well as developing recommendations for action based Shopper-Insights
- Leveraging best practice sharing and worst practice sharing for trade marketing initiatives
- Developing go-to-market insights and support material for our key markets

### Your profile:

- University degree in economics with a specialization in Sales & Marketing or equivalent
- Minimum 5 years experience in building solid trade stories, Category Management experience is an asset
- Results-oriented and self-motivated mindset
- Ability to operate in a group matrix organization, willingness to travel
- Excellent communication and interpersonal skills, capable of building strong working relationships at all levels within a multi-cultural organization
- Hands on attitude and ability to build a new internal expertise from scratch
- Excellent German- and English skills in writing and speaking are mandatory, additional languages are beneficial
- Reliable, proactive and structured way of working, excellent knowledge of MS Office Tools

We offer a diverse position in a dynamic, international environment of a growing and crisis-proof family-run company. A highly professional team will be accompanying you on your way. We set a strong focus on an open and appreciative feedback culture, individual possibilities for personal development and further education as well as an even Work-Life-Balance. Due to §9 Abs. 2 des Gleichbehandlungsgesetzes we are required to set the minimum wage for this position which will be EUR 2.645,88 gross/month. Nevertheless, we won't settle for minimum standards – you won't either! If this offer appeals to you, we are looking forward to your application including a CV and the earliest possible starting date via e-mail to [career@mambaby.com](mailto:career@mambaby.com).

We ensure strict confidentiality and are addressing women and men in equal measure.

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